Small Business Incubator

2014 Performance Report





Missouri Department of Economic Development



Independence Regional Ennovation Center
– Independence



Table of Contents

EXECUTIVE SUMMARY	. 3
GEOGRAPHICAL DISTRIBUTION	
MISSOURI CERTIFIED INCUBATORS CONTACT INFORMATION LIST	. 7
MISSOURI INACTIVE INCUBATORS INFORMATION LIST	. 8
EXHIBIT 1 - Performance Statistics - FY 2014	. 9
EXHIBIT 2 - Annual Tax Credits Authorized per Incubator in Calendar Years	10
EXHIBIT 3 - Inactive Incubators - Annual Tax Credits Authorized in Calendar Years	TO
EXHIBIT 4 - Annual Tax Credits Issued per Incubator in Calendar Years	L1
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EXHIBIT 5 - Inactive Incubators - Annual Tax Credits Issued in Calendar Years	ΙТ



Ozarks Small Business Incubator – West Plains



BEGIN New Venture Center
- St. Louis

Executive Summary

STATUTORY AUTHORITY 620.495, RSMo, as amended

PURPOSE

The purpose of this program is to generate private funds to be used to establish a "protective business environment" (incubator) in which a number of small businesses can collectively operate, fostering growth and development during a business start-up period.

PROGRAM DESCRIPTION

An incubator is a building, which can be divided into smaller units of space to be leased by small businesses. An incubator is also a program without infrastructure in which participants avail themselves of business development services to assist in the growth of their start-up businesses.

In addition to the space, incubators provide business development services for use by the tenants and participants. These services shall include, but are not limited to, financial consulting assistance, management and marketing assistance, business education, and physical services such as personal computers, copier, facsimile, conference rooms, labs, etc. Because of the shared services and efficient use of the available space, costs are usually much less than for a small business operating independently.

The incubator is not intended to be a permanent home for the new firm. After a period determined by the incubator's policy, a tenant will move from the incubator, thereby making room available in the incubator for a new start-up firm.

The Missouri Department of Economic Development approves (certifies) or denies proposals for small business incubators based on the ability of the incubator to meet statutory requirements of the program; the economic impact of the incubator on the community, conformance with area-wide and local economic development plans; and location of the incubator, in order to encourage geographic distribution of incubators across the state. Certified incubators may receive contributions from taxpayers. The taxpayers in turn may receive tax credits in the amount of 50% of the contributions. The tax credits can be carried forward for five years and also be sold or transferred. The overall maximum amount of tax credits that can be authorized in any one calendar year is \$500,000.



St Louis Enterprise Center

- Wellston



Small Business Synergy Center

– St. Charles

ECONOMIC IMPACT

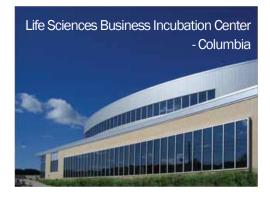
Tax credits issued through the Small Business Incubator Program from the program's inception through November 30, 2014, total approximately \$3.2 million, which attracted contributions totaling approximately \$6.4 million.

PROGRAM STATISTICS

Most tenants are originally from Missouri. These tenants chose the Small Business Incubators due to their unique locations and affiliations with major research institutions, hospitals and universities located in the state. Most graduates decided to stay in Missouri because of the founders' and workforce's residency. However, the graduates that relocated to other states identified the reasons for such decision as inability to raise additional funding or acquisition by another company. The information regarding the number of jobs, payroll and investment of graduate companies is not complete because most incubators do not track such data and thus are unable to provide it. Thirteen out of thethirteen active incubators reported.

Annually a Budget of Revenues and Expenditures application is submitted by each Small Business Incubator desiring to request Tax credits for the upcoming year. This report is due by the end of January, and the tax credits are then awarded based on the request of Capital Expenditures and Non-Operating Expenditures listed in this report. The following is a listing of the Incubators that were awarded tax credits, listed by year of approval.







Southeast Missouri Innovation Center (SMIC) – Cape Girardeau

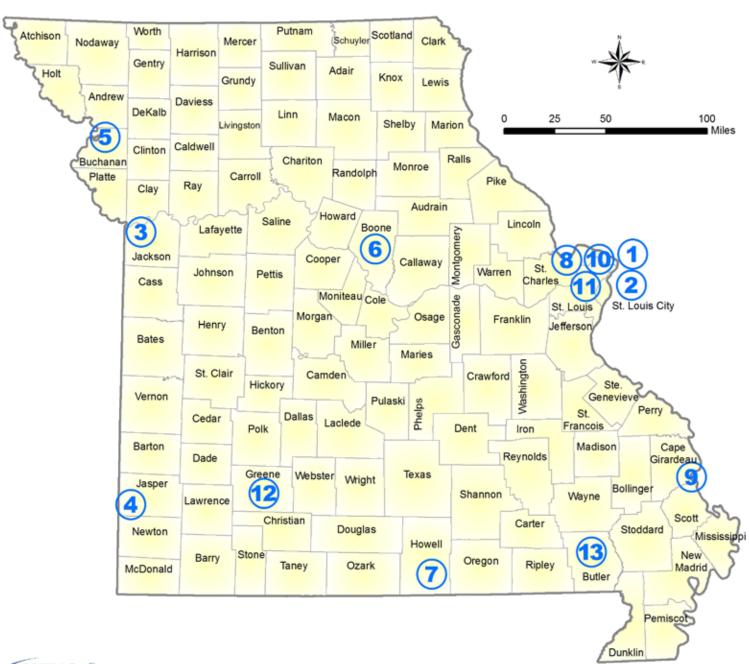


Joseph Newman Business and Technology Innovation Center - Joplin

Table 1 Performance Statistics – through 6/30/2014 (See Exhibit 1 for detail by incubator)

Data Description	Total for all Incubators
# Incubators Created	
#Incubators Inactive/Closed	
#Incubators Active	
#Incubators Under construction	
Average occupancy rate 2014	
Focus	
	Science, Business Development
	Services, Product Development Mixed
State origin current/previous tenants	·
# Tenants	
# Tenants/Incubator jobs	
\$ Tenants/Incubator payroll	
\$ Tenants/incubator spending	N/A
Tenants average length in years	3.3 years
# Failed	89
Failed average length in years	1.46 years
# Missouri graduates	252
# Missouri graduates jobs	
# Missouri graduates still in business	25
Missouri graduates average length in years	1.78 years
\$ Missouri graduates payroll	\$7,000,000
\$ Missouri graduates spending	N/A
# Other graduates	20
Other graduates average length in years	
States moved to	CA, CO, NJ, IL, KY, SC, TX, WA, WI

Missouri Certified Active Incubators





Missouri Certified Incubators Contact Information Active Incubators List

1. BEGIN New Venture Center

Sponsor: St. Patrick's Center

Certified in 2010

Contact person: Jan DeYoung

800 N. Tucker Blvd St. Louis, MO 63101 Phone: (314) 802-0995

E-mail: jdeyound@stpatrickcenter.org

Website: www.stpatrickcenter.org/programs/employment-

training/bnvc/

2. Center for Emerging Technologies (CET)

Sponsor: Center for Emerging Technologies

Certified in 1983

Contact person: Heather Beaven 4041 Forest Park Avenue St. Louis, MO 63108-3213

Phone: (314) 615-6915 Fax: (314) 615-6901

E-mail: hbeaven@emergingtech.org Website: www.emergingtech.org

3. Independence Regional Ennovation Center

Sponsor: Independence Council for Economic Development

Certified in 2010

Contact person: Lee Langerock 201 N. Forest Ave #130

Independence, MO 64050-3436

Phone: (816) 463-3515 E-mail: Lee@inedc.biz

Website: http://www.ennovationcenter.com/

4. Joseph Newman Business and Technology Innovation Center (JNBTIC)

Sponsor: Joplin Area Chamber of Commerce Foundation

Certified in 2004

Contact person: Steve Russell, Cindy Weiss

320 E. 4th

St. Joplin, MO 64801

Phone: (417) 624-4150 Fax: (417) 624-4303

E-mail: steve@joplincc.comWebsite: www.newmaninnovation-

center.com

5. Kit Bond Science and Technology Incubator

Sponsor: Missouri Western State University

Certified in 2010

Contact person: Sarah Hagan, Manager

4221 Mitchell Avenue St. Joseph, MO 64507-2266

Phone: (816) 749-4011 Fax: (816) 749-4011

E-mail:Sara.hagen@iials.com

Website: www.missouriwestern.edu/lifesciences

6. Life Sciences Business Incubation Center (LSBIC)

Sponsor: Missouri Innovation Center

Certified in 2004

Contact person: Quinten Messbarger; Bill Turpin

1601 S. Providence Rd/ Columbia, MO 65211-3460

Phone: (573) 884-0492 Fax (573) 884-3600

E-mail:messbargerq@missouri.edu Website: www.muincubator.com

7. Ozarks Small Business Incubator

Sponsor: Downtown West Plains, Inc.

Certified in 2010

Contact person: Heather Fisher 408Washington Ave., P.O. Box 1194

West Plains, MO 65775

Phone: (417) 256-9724 Fax: (417) 255-8799

E-mail:heatherfisher@ozsbi.com Website: www.ozsbi.com

8. Small Business Synergy Center (SBSC) Certified in1992

Sponsor: Small Business Synergy Center

Contact person: Craig Frahm 5988 Mid Rivers Mall Drive St. Charles, MO 63304 Phone: (636) 441-6880 E-mail: cfrahm@edcscc.com Website: www.stcc-edc.com

9. Southeast Missouri Innovation Center (SMIC)

Sponsor: Missouri Research Corporation

Certified in 2005

Contact: Brian Tapp920 Broadway Cape Girardeau, MO 63701

Phone: (573) 651-2304 Fax: (573) 986-6885

E-mail:btapp@semo.edu Website: www.semo.edu/cie/

10. St. Louis Enterprise Center-Wellston

Sponsor: St. Louis County Economic Council

Certified in 1990 6439 Plymout Ave. Wellston, MO 63133

Phone: (314) 615-8129 Fax: (314) 615-7666

Contact: Rodney Crim

E-mail: rcrim@stlpartnership.com

Website: www.slcec.com

11. Direct Impact Business Education Center

Sponsor: Direct Impact Business Center

Certified in 2012

Contact Person: Tracey Jeffries 10261 St. Charles Rock Road

St. Ann, MO 63074 Phone: (314) 690-1672 tjeffries@directimpact jeffries42000@yahoo.com E-mail: info@directimpactstl.org

12. The eFactory

Sponsor: Missouri State University

Certified in 2013 405 N. Jefferson Ave Springfield, MO 65806-1110

Phone: (417) 836-3020 Fax: (417) 837-2614

Contact: Allen KunkelE-mail: AllenKunkel@missouristate.edu

13. Ozark Foothills Development Association (OZARK)

Sponsor: Ozark Foothills Regional Planning Commission

Certified in 1990

Contact person: Felicity Brady

3019 Fair Street

Poplar Bluff, MO 63901

Phone: (573) 785-6402 Fax: (573) 686-5467

E-mail: felicity@ofrpc.org

Website: www.ofrpc.com/incubator.html

2014 Performance Report

Missouri Certified Incubators Contact Information Inactive with the Incubator Program

Certified in 2003

Missouri Innovation Center (MIC)

Sponsor: Missouri Innovation Center

Certified in 1995 Contact: Kim March

410 S. 6th St., 214 Engineering Bldg. North

Columbia, MO 65201

Phone: (573) 884-0496 Fax: (573) 884-3600

E-mail: marchk@missouri.edu

Website:

*Incubator is now Life Sciences Business Incubation Center

* MIC is still active as an Innovation center.

Missouri IncuTech Foundation (MITF)

Thomas Hill Enterprise Center (THEC)

Technology Entrepreneur Center (TEC)

Sponsor: Technology Entrepreneur Center

Fax: (314) 333-0409

Contact person: Willem Bakker

210 N. Tucker, Suite 600

Phone: (314) 436-3500

Website: www.tecstl.org

E-mail: fchmelir@tecstl.org

St. Louis, MO 63101

Sponsor: Thomas Hill Enterprise Center

Certified in 1997

(DBA Missouri Enterprise Business Assistance CenterMacon, MO

Sponsor: Missouri Enterprise

Certified in 1991

Contact Person: Rick Prugh 800 University Drive Rolla, MO 65401-2157

Phone: (573) 341-0117 Fax: (573) 341-0135

E-mail: rprugh@missourienterprise.org Website: www.missourienterprise.org Incubator decertified August 2007

Incubator is still active

Nidus Center for Scientific Enterprise (NIDUS)

Sponsor: Monsanto Corporation

Certified in 2003

Contact person: Susan Pais 893 North Warson Road St. Louis, MO 63141

Phone: (314) 812-8001 Fax: (314) 812-8080

E-mail: susan.e.pais@niduscenter.com

Website: www.niduscenter.com

Avvio Center

Certified in 2008

1600 Swift

North Kansas City, MO 64116 Contact Person: Joe Mullins Phone: (816) 210-5305 E-mail: Joe@startpath.org Website: under construction

Arts Incubator - Kansas City

Sponsor: Arts Incubator - Kansas City

Certified in 2010

Contact person: Jeff Becker

115 W. 18th Street

Kansas City, MO 64108-1220

Phone: (816) 421-2292 Fax: (816) 421-2293

E-mail: jbeckers@artsincubatorkc.org Website: www.artsincubatorkc.org

Black Economic Union/Economic Growth Group (BEU)

Sponsor: Black Economic Union/Economic Growth Group

Certified in 1997

Contact person: Chester Thompson

1601 E. 18th

Kansas City, MO 64108

Phone: (816) 474-1080 Fax: (816) 474-5805

E-mail: chestert@beukc.org Website: www.beukc.org Incubator no longer active

Incubators Data Description	BEGIN New Venture Center	Center for Emerging Technologies (CET)	Direct Impact Business Education Center	Independence Regional Ennovation Center	Joseph Newman Business and Technology Innovation Center (JNBTIC)	Kit Bond Incubator	Life Sciences Business (Incubator Center (LSBIC)	Ozark Foothills Development Association	Ozarks Small Business Incubator	Small Business Synergy Center (SBSC)	Southeast Missouri Innovation Center (SMIC)	St. Louis Enterprise Center (StLEC) (Weliston)	The eFactory	Averages	TOTAL
Year Certified	2010	1983	2012	2010	2004	2010	2004	1990	2010	1992	2005	1990	2013		
Occupancy Rate	82%	61%	37%	%06			10%	100%	75%	82%	2 %06	38%	31%	41%	
Focus	Mixed-use/ Kitchen	Bio-Med	Business Develop	Kitchen /Bus. Deve	IT, Bio-Tech, Mixed use	Animal Health,RD	R&D N	Mixed	Bus.Dev Svcs.	Mixed	Mfg, R&D N	Mixed	Mixed		
Number of Units	11 Offices/1 Kitchen	64	16	23	13	9	39 66	9	12	74	10 1	18	32		
# Tenants	14	27	9	51	13	9	22 6	5 9	6	27	8		12		210
# Tenants/Incubator Jobs FT	90	119	11	83	92	47	53 N	N/A	36	345	41 1	11	55		943
# Tenants/Incubator Jobs PT	0	49	N/A	1	0	N/A	2	N/A	20	0	N/A	13	0		85
\$ Tenants/Incubator Payroll	N/A	\$ 11,978,016	\$ 110,000	\$ 2,200,000	\$ 2,000,000	\$ 21,759,440 \$ 2,710,000		N/A	\$ 496,200	N/A	N/A	\$ 676,320	\$ 1,925,000		\$43,854,976.00
\$ Tenants/Incubator Spending	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		0
Tenants Ave. Length, yrs.	2	4.5	N/A	2	4.3	5	3 6	5	2	5.5	N/A	\$ 2	\$ 1	3.30	
# Failed	5	3	1	20	N/A	N/A	4	7	1	42 6	Z 9	N/A	0		89
Failed Ave.Length, yrs.	1.25	2	N/A	1	N/A	N/A	1.5	1	1	2.5	N/A	N/A	- \$	1.46	
# MO Grads	8	15	3	6	35		7	N/A C	0	175	N/A 2		0		252
# MO Grad Jobs	35	N/A	NA	N/A	115	26	32 1	N/A	0	1438	\$ 1	25	0		1672
# MO Grads still in Business	8	N/A	N/A	4	3	N/A	7	N/A	0	N/A	N/A	3	0		25
MO Grads Ave. Length, yrs.	2	N/A	N/A	1	N/A	N/A	N/A	N/A C	0	2.4	N/A	1.75	\$	1.78	
\$ MO Grad Payroll	N/A	N/A	N/A	\$ 140,000	N/A	\$ 5,000,000	\$ 1,860,000	N/A	- *	N/A	N/A	N/A	- \$		\$7,000,000.00
\$ MO Grad Spending	N/A	N/A	N/A	NA	N/A	N/A	N/A	N/A	-	N/A	N/A	NA			0
# Other Grads	N/A	10	N/A	N/A	N/A	N/A	2	N/A	- 8	8	N/A	NA	- *		20
Other Grads Ave. Length, yrs.	N/A	4.7	N/A	N/A	N/A	N/A	1	N/A	9	2	N/A	N/A	9	2.56	

2014 Performance Report

Exhibit 2 "Annual Tax Credits Authorized per Incubator in Calendar Years" Active Incubators

TOTAL			2,500.00	1	1	520,375.00	1	1		1	1	100,000.00	100,000.00	150,000.00	131,351.77	172,500.00	400,000.00	391,329.00	344,753.70	204,660.00	250,000.00	125,000.00	352,574.00	380,000.00	282,000.00	360,872.00	500,000.00	500,000.00	5,267,915.47
			s	\$	\$	s	\$	\$	\$	\$	\$	s	\$	\$	\$	\$	\$	s	\$	\$	\$	\$	\$	\$	\$	\$	\$ 00	\$ 00	\$
The eFactory		2013																									\$ 155,330.00	\$ 95,110.0	\$ 250,440.0
St. Louis Enterprise Center	(StLEC)	1990				\$ 312,500.00									\$ 50,000.00											- \$	- \$	- \$	157,954.00 \$ 362,500.00 \$ 250,440.00
Southeast Missouri	Center	2005																121,500.00	16,750.00	19,704.00						-	•	-	157,954.00
Small Business Synergy Center	(SBSC)	1992				207,875.00												\$	13,200.00	\$						\$ -	\$ -	\$ -	221,075.00 \$
all	Incubator	2010				€													€9					40,000.00		\$ 00.000,07	34,520.00 \$	15,984.00 \$	220,504.00 \$
Ozark O Foothills	Association	1990	\$ 2,500.00																					\$	\$	\$	\$	\$ 114,699.00 \$	87,500.00 \$1,229,400.00 \$ 119,189.00 \$ 220,504.00 \$
Life Sciences Business	Center	2004															\$ 175,000.00	\$ 121,421.00	\$ 253,500.00	\$ 55,000.00	\$ 100,000.00		\$ 75,000.00	\$ 57,500.00	\$ 93,365.00	\$ 100,000.00	\$ 122,148.00	\$ 76,466.00	\$ 1,229,400.00
Kit Bond Incubator		2010																						\$ 87,500.00		- \$			
oseph Newman Business and Technology	Innovation	2004															100,000.00	71,408.00	47,353.70	29,956.00			22,574.00	47,500.00		38,000.00		38,233.00	
Direct Impact Independence Joseph Newr Business Regional Business a Education Fernovation Technology	Center	2010															\$	\$	\$	\$	\$		\$	\$	\$	\$	\$	\$ 16,879.00 \$	\$ 16,879.00 \$
Direct Impact I Business Education	Center	2012																								\$ 42,500.00	\$ 55,232.00	\$ 71,114.00 \$	\$ 168,846.00
Center for Emerging Technologies	(CET)	1998										\$ 100,000.00	\$ 100,000.00	\$ 150,000.00	\$ 81,351.77	\$ 172,500.00	\$ 125,000.00	00.000,77 \$	\$ 13,950.00	\$ 100,000.00	\$ 85,350.00	\$ 125,000.00	\$ 255,000.00	\$ 87,500.00	\$ 91,135.00	\$ 110,372.00	\$ 106,216.00	\$ 71,515.00	77,500.00 \$ 1,851,889.77 \$ 168,846.00 \$
BEGIN		2010																						\$ 60,000.00	\$ 17,500.00	- \$	- \$	- \$	\$ 77,500.00
Incubators	Years	Year Certified	Calendar Year 1990	Calendar Year 1991	Calendar Year 1992	Calendar Year 1993	Calendar Year 1994	Calendar Year 1995	Calendar Year 1996	Calendar Year 1997	Calendar Year 1998	Calendar Year 1999	Calendar Year 2000	Calendar Year 2001	Calendar Year 2002	Calendar Year 2003	Calendar Year 2004	Calendar Year 2005	Calendar Year 2006	Calendar Year 2007	Calendar Year 2008	2nd Round 2008	Calendar Year 2009	Calendar Year 2010	Calendar Year 2011	Calendar Year 2012	Calendar Year 2013	Calendar Year 2014	TOTAL

Exhibit 3"Annual Tax Credits Authorized per Incubator in Calendar Years" Inactive Incubators

36,512.00 \$ 594,521.00 \$ 101,950.00 \$ 1,235,341.24 Thomas Hill Enterprise \$ 101,950.00 Center (THEC) Technology Entrepreneur Center \$ 100,000.00 \$ 100,000.00 \$ 108,671.00 \$ 110,850.00 \$ 175,000.00 (TEC) Nidus Center for Scientific Enterprise (NIDUS) 35,000.00 **\$** 319,858.24 **\$** Missouri IncuTech Foundation (MITF) \$ 319,858.24 1991 17,899.00 Center (MIC) 17,101.00 Missouri Innovation Eastern Jackson County Business Incubator (EJCBI) \$ 87,500.00 Union (BEU) 1997 Economic 150,000.00 **Avvio Center** (150,000.00) 2008 \$ 00.000,09 \$ 60,000.00 \$ 200,000.00 \$(200,000.00) Arts Incubator 2010 Calendar Year 1992
Calendar Year 1993
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Calendar Year 1996
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319,858.24

TOTAL

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hibit 4 "Annual Tax Credits Issued per Incubator in Calend	
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AL				,					2,500.00	,	,	65,557.77	77,644.57	160,195.90	106,000.00	62,500.00	291,412.92	179,871.86	323,305.46	223,922.57	212,333.58	91,948.50	197,907.46	85,596.40	177,593.00	119,921.47	2,378,211.46
TOTAL														•									,			119	2,378
The eFactory	2013	8	8	\$	9	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	- *	5,076.00	5,076.00
The e	2																								\$	\$	\$
St. Louis Enterprise Center	1990								•				-	50,000.00	-	-	-							-	-	-	50,000.00
Southeast Missouri nnovation Center	2005						\$		\$	\$	\$		\$	\$	\$	\$	\$	12,500.00		4,249.00				\$ -	\$ -	\$ -	16,749.00
Small Business Synergy Center In (SBSC)	1992								2,500.00				12,500.00	22,250.00				\$		\$				\$ -	\$ -	\$ -	37,250.00 \$
Ozarks Small S Business S Incubator	2010								\$				\$	\$									45,250.00	54,750.00 \$	22,250.00 \$	34,520.00 \$	156,770.00 \$
Ozark Foothills Development Association	N. C.																						\$	\$ - \$	\$ - \$	\$ - \$	\$ -
Life Sciences Business Incubator Center	2004																\$ 115,500.00	\$ 96,974.00	\$ 256,947.00	\$ 69,780.00	\$ 9,675.00			\$	\$ 64,000.00	\$ 4,250.00 \$	\$ 617,126.00
Kit Bond	2010																							-	-		•
Joseph Newman Business and Technology	2004																\$ 92,000.00	\$ 57,897.86	\$ 40,108.46	\$ 14,110.76	\$ 34,166.67	\$ 22,500.00	\$ 52,499.90	\$ 5,000.00 \$	\$ 40,000.00 \$	- \$	\$ 358,283.65 \$
Independence Regional Ennovation																	3	33	33	3	3	1,250.00	4,750.00	5,950.00	-	-	11,950.00 \$
Direct Impact Business Education Center	2012																					\$	\$	\$	\$ - \$	\$ - \$	\$.
Center for Emerging Technologies	1998											\$ 65,557.77	\$ 65,144.57	\$ 87,945.90	\$ 106,000.00	\$ 62,500.00	\$ 83,912.92	\$ 12,500.00	\$ 26,250.00	\$ 135,782.81	\$ 168,491.91	\$ 68,198.50	\$ 65,407.56	\$ 12,500.00	\$ 51,343.00	\$ 76,075.47	1,087,610.41
BEGIN	2010																						30,000.00	7,396.40	-	-	37,396.40 \$
Incubators	Year Certified	Calendar Year 1990	Calendar Year 1991	Calendar Year 1992	Calendar Year 1993	Calendar Year 1994	Calendar Year 1995	Calendar Year 1996	Calendar Year 1997	Calendar Year 1998	Calendar Year 1999	Calendar Year 2000	Calendar Year 2001	Calendar Year 2002	Calendar Year 2003	Calendar Year 2004	Calendar Year 2005	Calendar Year 2006	Calendar Year 2007	Calendar Year 2008	Calendar Year 2009	Calendar Year 2010	Calendar Year 2011 \$	Calendar Year 2012 \$	Calendar Year 2013 \$	Calendar Year 2014 \$	TOTAL \$

Exhibit 5 "Annual Tax Credits Issued per Incubator in Calendar Years" Inactive Incubators

797,917.78 TOTAL 45,500.00 Thomas Hill Enterprise Center (THEC) Technology Entrepreneur Center (TEC) 75,500.00 2003 Nidus Center for Scientific Enterprise (NIDUS) 2003 Missouri IncuTech Foundation (MITF) 1991 Eastern Jackson County Business Incubator (EJCBI) Missouri Innovation Cent (MIC) 1995 Black Economic Union (BEU) 50,000.00 1997 **Avvio Center** 2008 Arts Incubator Zalendar Year 2004
Zalendar Year 2006
Zalendar Year 2006
Zalendar Year 2007
Zalendar Year 2007
Zalendar Year 2009
Zalendar Year 2009
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